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Eco Presentation

Agenda:

- Introduction to Maxwell and Spark
- Roadshow Product description
- Eco Verticals
- Eco Configurations
- Commercial Arrangement
- Pricing



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Is a battery technology company, with unique product solutions to replace fossil fuels in tough, industrial applications

- + DEEP-TECH AND CLEAN-TECH
- + FULLY COMMERCIALISED
- + SCALING RAPIDLY



We are a **Dutch company** with production sites in the **Netherlands** and **South Africa**

Rotterdam,
Netherlands

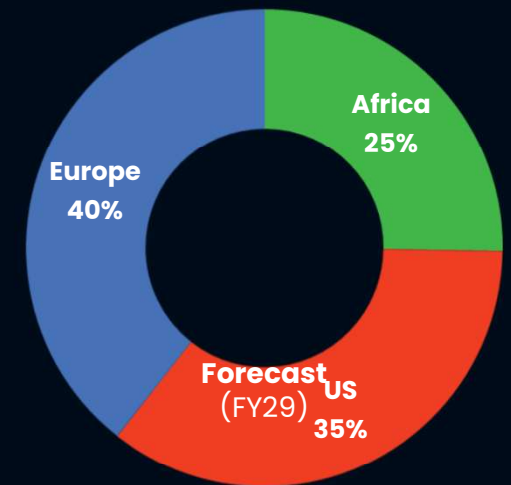
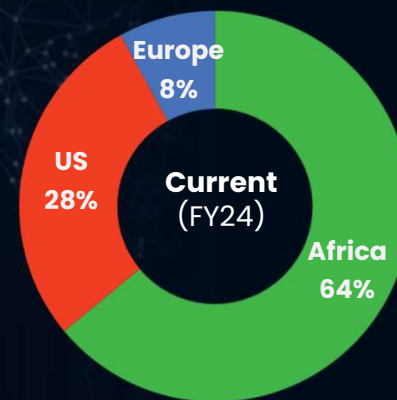
Durban,
South Africa

WE SUPPLY CUSTOMERS IN

EUROPE

USA

AFRICA



*Revenue split by geography

- + € 26,4 m turnover company
- 100+ staff members
- 50+ technical degrees



MOTIVE

+ MOTIVE POWER BATTERIES

Unique IP in safety, reliability, longevity, manufacturing cost.

data analysis and reporting, resulting in best total cost of ownership



REFRIGERATION

+ REFRIGERATED TRUCK SYSTEMS + TRAILER POWER BATTERIES

Only known universally OEM agnostic & retrofittable system to convert to electric

World's commercial first all-in-one transport fridges



STANDBY

+ POWER BATTERIES + RAPID DEPLOYMENT + SCALABLE

Rugged construction built to endure harsh environments, perfect for construction sites and industrial settings.

GROUND BREAKING SOLUTIONS

- + **Value:** 30-60% total-cost-of ownership* saving and lowest \$ / Lifetime kWh in market* (high quality, great value)
- + **Easy:** OEM agnostic and owner focused "plug-and-play" to any system (new or retrofit) with full integration and telemetry
- + **High Performance:** High functionality with full duty cycle electric in toughest applications with long system life
- + **Sustainable:** 100% operational CO₂ saving

*based on internal real-world measurements and analyses

+ We supply leading industrial groups world-wide

Coca-Cola



LIEBHERR

GOSCOR

CONCENTRIC

DAIKIN

SHOPRITE

Pick n Pay

Belgotex™

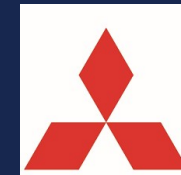


Bidfood



BOXER

METAIR



5 m+s

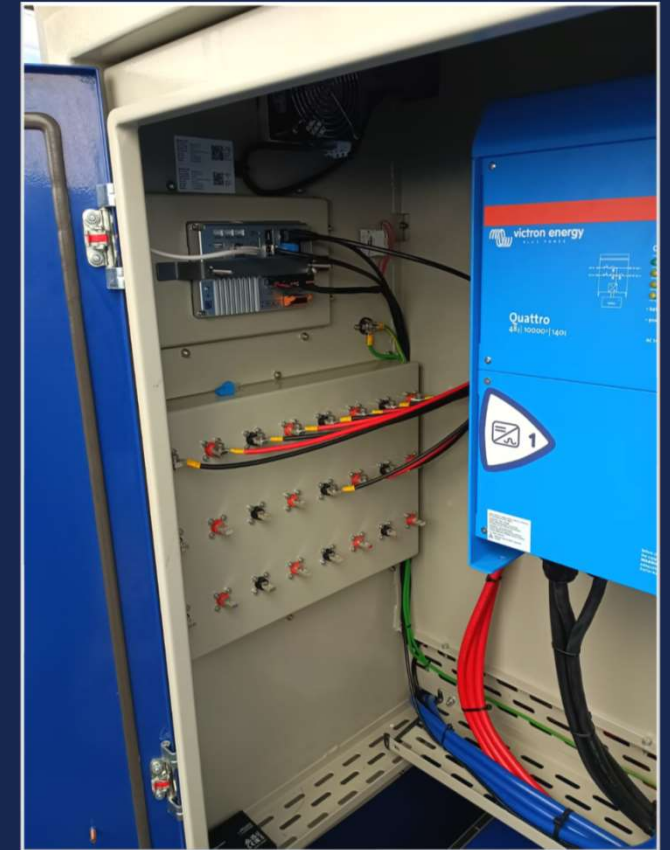
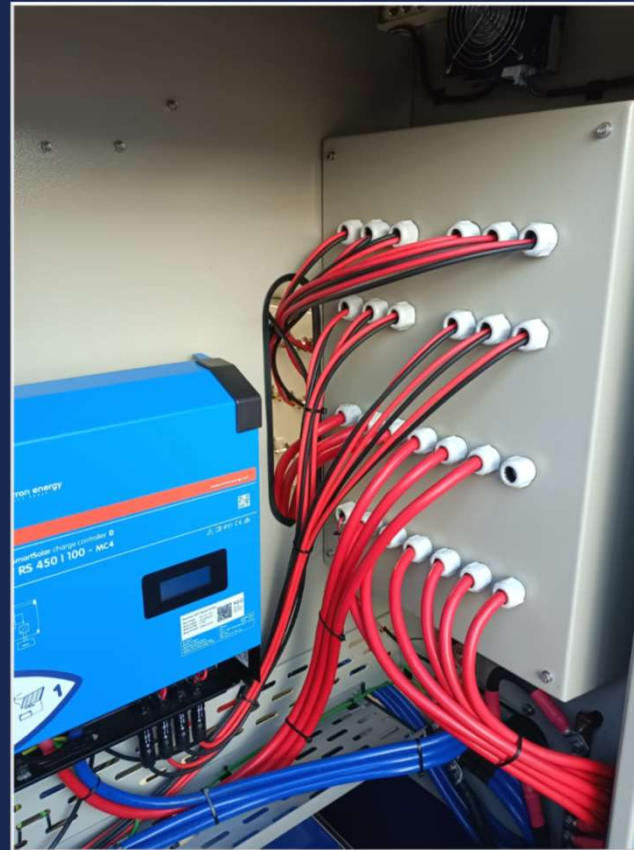
Summary of Roadshow Spec

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Design Configuration	EcoSolar 30/72
Number of 10kVA Quattro Inverters	3
Number of Smart Solar MPPT RS 450/100-Tr	3
Ekrano GX controller	1
TRB 246 Telemetry	1
Mono Block Lithium-Ion Battery Capacity	72kWh
Usable Capacity (DoD 90%)	65kWh
Battery charge/discharge current	600A
Delta air conditioner	1
Number of 3-phase output sockets (125A) (CB125A)	2
Number of single-phase output sockets (32A) (CB32A) +1 16A Aux Socket	3
Number of 3-phase input sockets (125A) (CB 125A) Genset	1
Number of 3-phase input sockets (125A) (CB 125A) Grid	1
Trailer	1
Fully Integrated Telemetry System	1

Pictures of the DC Side



Pictures of the AC side



Eco Verticals (3 Phase)

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Products:

- **EcoLite**
 - Limited solar
 - Limited power inverter
 - Limited battery capacity
- **EcoPower**
 - Limited solar
 - Large power inverter
 - Large standby batteries
- **EcoSolar**
 - Large fixed solar array
 - Large power inverter
 - Large standby batteries

Markets:

- **EcoLite**
 - Low-cost domestic.
 - Mini commercial
 - Load Shedding + Emergency Power
- **EcoPower**
 - Events
 - Construction
 - Hybrid diesel savings
 - Mobile
- **EcoSolar**
 - Standby
 - Mining
 - Load Shedding
 - Peak Power Shaving
 - Clean power



Eco Configurations

Description	EcoLite		EcoPower		EcoSolar	
	Single Phase	Three Phase	Single Phase	Three Phase	Single Phase	Three Phase
Grid Voltages						
Genset Enabled	Yes		Yes		Yes	
Applications	Domestic		Commercial/Industrial		Commercial/Industrial	
Inverter Capacity	9-24kVA		30-45kVA		30-45kVA	
Max Solar Array	5,8-17,4kW		5,8-17,4kW		14,4 -86,4kW	
Battery Capacity	29-86kWh		86-172kWh		86-172kWh	
Display	Ekran GX		Ekran GX		Ekran GX	
Telemetry	Integrated GSM Modem		Integrated GSM Modem		Integrated GSM Modem	
Air -conditioner	1500W		1500W		1500W	
Built to IP Rating	IP65		IP65		IP65	
Eco Canopy	Yes		Yes		Yes	
Dimensions (m)	1,9 x 1,7 x 1,0		2,1 x 1,7 x 1,0		2,1 x 1,7 x 1,0	

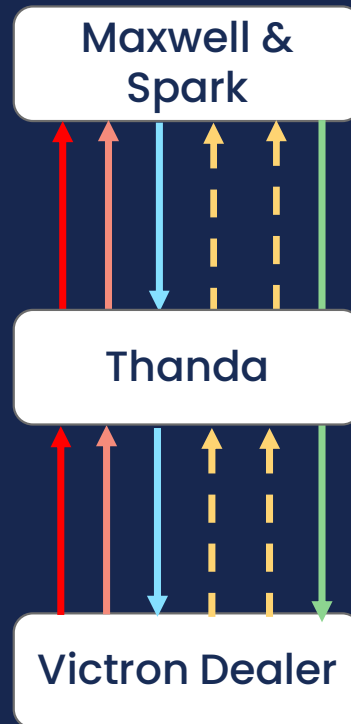
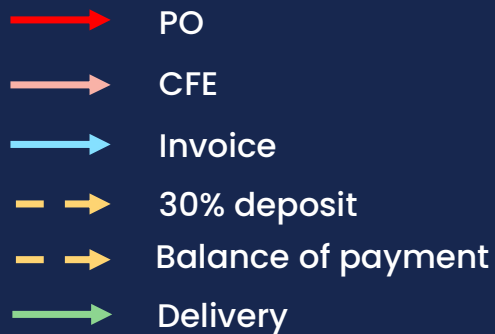
Eco Template

Template	
AC Requirements	Qty
Single Phase	
Three Phase	
In Coming AC Options	
Grid	
Genset	
Size of Genset	
Inverter Options	
5kVA	
8kVA	
10kVA	
15kVA	
MPPT Options	
250/100	
RS 450/100	
RS450/200	
Battery Options	
29kWh	
43kWh	
Colour Options	
Grey	
Green	
Blue	
White	
Trailer Option	
Trailer Option	
Location	

Example Three Phase	
AC Requirements	Qty
Single Phase	
Three Phase	Yes
In Coming AC Options	
Grid	Yes
Genset	Yes
Size of Genset	25kW
Inverter Options	
5kVA	
8kVA	
10kVA	3
15kVA	
MPPT Options	
250/100	
RS 450/100	2
RS450/200	
Battery Options	
29kWh	
43kWh	3
Colour Options	
Grey	
Green	Yes
Blue	
White	
Trailer Option	
Trailer Option	Yes
Location	
Durban	

Example Single Phase	
AC Requirements	Qty
Single Phase	Yes
Three Phase	
In Coming AC Options	
Grid	Yes
Genset	
Size of Genset	
Inverter Options	
5kVA	
8kVA	2
10kVA	
15kVA	
MPPT Options	
250/100	2
RS 450/100	
RS450/200	
Battery Options	
29kWh	2
43kWh	
Colour Options	
Grey	Yes
Green	
Blue	
White	
Trailer Option	
Trailer Option	
Location	
JHB	

Commercials Arrangement



Maxwell & Spark

- Design and manufacture of Eco products
- Integration of Victron CFE equipment and Factory COC
- Delivery to dealer premisses (extra cost)
- Co marketing and branding
- 3rd line warranty of M&S battery system

Thanda

- Single point of entry into the Victron dealer network
- Dealers place orders with Thanda
- Coordinate the delivery of CFE equipment to M&S
- Thanda to coordinate warranty and battery repair with M&S
- Coordinate joint marketing and branding

Dealer

- Dealer owns the client
- Dealer places orders on Thanda for Eco products
- Dealer supplies CFE equipment to M&S via Thanda
- Dealer is responsible for install and commissioning and COC
- Dealer will provide 1st and 2nd line maintenance

Notes: Transport costs for client



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Thank You